

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** G&P, Inc. dba Gallup Title Company  
**ADDRESS:** P.O. Box 998, Gallup, NM 87305  
**CONTACT NAME:** Lyneve A. Garcia

Check One:

- INDEPENDENT (NON-AFFILIATED)** Title insurance agencies that are independently owned and write title insurance business one or more title insurance underwriters
- AFFILIATED** Title insurance agencies with 10% or greater ownership by a title insurance underwriter, including wholly-owned agencies.
- DIRECT** Agency-type operations performed by the home or branch office of a title insurance underwriter. This does NOT include wholly-owned agencies.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	410,784
2. Less: Remitted title insurance premiums (from Schedule B)	84,387
3. Retained title insurance premiums (from Schedule B)	326,397
4. Other income (from Schedule C)	98,282
<b>5. Total Revenue</b>	<b>424,679</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	165,501
2. Owners' and partners' salaries and wages	
3. Employee benefits	52,504
4. Rent	60,000
5. Insurance	4,212
6. Legal expense	487
7. Licenses, taxes and fees	8,607
8. Title plant expense and maintenance	25,760
9. Office supplies	10,050
10. Depreciation	10,510
11. Automobile expense	
12. Communication expense	10,055
13. Education expense	
14. Bad debts	
15. Interest expense	31,995
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	4,825
18. Accounting and auditing expense	12,228
19. Public relations expense	7,156
20. Other expenses (from Schedule E)	12,774
<b>21. Total Expenses</b>	<b>416,664</b>

<b>Part C: Net Income for Rate-making Purposes</b>	
1. <b>Income (Loss) from Operations</b>	8,015

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	429
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>429</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	7,586

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(574,919)

<b>Part G: Employees</b>	
1. Total number of employees	5

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2017*

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	Title Premiums Remitted or Owed by this Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	36044	7209	28,835
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	92482	18496	73,986
First American Title Insurance Company	94144	19022	75,122
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	39676	7935	31,741
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	104343	22906	81,437
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	44095	8819	35,276
Other			0
<b>Total</b>	<b>410784</b>	<b>84387</b>	<b>326397</b>
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 20.5%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	63,052
2.	Abstracting and Title Report Income	22,441
3.	Recording Fees	1,051
4.	Copy Fees	721
5.	Inspection Fees	300
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Express Mail Fees	9,377
8.	Cancellation Fees	1,265
9.	Conference Room Fee	75
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	98,282
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	27
2.	Premium Lost on Unpaid Commitments	\$ 2,700.00

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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2017*

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,825
Total (Carry forward to Schedule A, line B-17)		4,825

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>		
1.	Bank Charges	217
2.	Equipment Maintenance	2,618
3.	Repairs and Maintenance	4,255
4.	Utilities	5,684
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Total (Carry forward to Schedule A, line B-20)		12,774

<b>Part B - Excluded Expenses</b>		
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Total (Carry forward to Schedule A, line D-9)		0

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For the Calendar Year Ending December 31, 2017

### SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1	2	3	4	5
Name and Address of Affiliated Agency	Relation to Your Agency	Amount	Description Code	Reported Elsewhere in This Report?
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
SCHEDULE NOT APPLICABLE	N/A	N/A	N/A	N/A
Total:		0		

Description	Code
Income	I
Expense Allocation	E

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**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2017*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	410,784
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	410,784

Crosscheck with Schedule B:	410,784
Difference:	0

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## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
GEORGE TAIRA	49.0%	NA
LYNEVE A. GARCIA	51.0%	NA
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above